

NEW HAMPSHIRE STATE LIQUOR COMMISSION
MARCH 30, 2005, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Memorial Day Sale
 - 2) Summer 2005 Programs
 - 3) Test Market Products:
 - a. Test Market Request (Marie Brizard Manzanita Liqueur)
 - b. Test Market Request (Bacardi Rum Runner)
 - c. Test Market Result (Codes #5581 and #5320)
 - 4) One Time Buy Request (George T. Staggon Bourbon)
 - 5) Full Distribution Request (Woodford Reserve Bourbon)
 - 6) June Special Offers (2 items – Perfecta Wine Company)
- B. WINES:
 - 1) Special Offers:
 - a. 6 items (Memorial Day Sale)
 - b. 1 item (Memorial Day Sale)
 - c. 1 item – Martignetti Companies of N.H. (May & June)
 - 2) Solaris Special Purchase & Introduction Offer
 - 3) Chateau Fuisse & Moreau Burgundy Order
 - 4) Close Out (1 item – Perfecta Wine Company)
 - 5) Recommended for Test (3 items)
 - 6) Not Recommended – Wine Specialty (11 items)
 - 7) Recommended Allocated Wines for Distribution to Selected Stores:
 - a. 18 items
 - b. 6 items
 - c. 5 items
 - 8) “R” Wines for Allocation to Licensees Selected by the Broker:
(2 items)

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- 9) Primary Souce Submissions (1 primary source; 4 exclusive agent;
6 imported)

III. ENFORCEMENT & LICENSING REPORTS

IV. CHAIRMAN'S REPORT & LATE Items

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford